



## GOULD & RATNER

### FREDRIC D. TANNENBAUM

Partner, Corporate/Commercial Group

Chairman, Entrepreneur, Technology and Telecommunications Groups

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Fred Tannenbaum is recognized by the leading business publication, Crain's Chicago Business, as a leading expert on family-owned businesses. He has a wide range of experience in advising sophisticated entrepreneurs, institutions and family businesses form businesses, raise capital (both private equity capital and debt), grow (through acquisitions, mergers, strategic alliances, joint ventures, and licensing), operate (buy-sell agreements, employment and other agreements), attract management (employee incentive plans) and transfer operations (sale, redemptions, new management, partnerships, new generation transfers). His clients thrive in 60 or so industries including many diversified manufacturing and distribution companies, as well as telecommunications and technology.

Fred has written extensively on business topics, with one book, five law review articles and over twenty articles on topics of practical importance to entrepreneurs and family businesses. He also frequently speaks worldwide on these topics. Fred is also the Immediate Past President of LawExchange International, a network of 20 law firms in Europe, Australia, China, India and North America and is formerly head of the Corporate Department.

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#### EMPHASIS

Assists entrepreneurs, family-owned businesses, investors and wealthy individuals, particularly in diversified manufacturing, distribution, technology and telecommunications industries:

- Form and structure new business ventures
- Finance the formation and growth of businesses on the spectrum from equity to debt
- Acquire, merge and divest businesses
- Form joint ventures, strategic alliances and license arrangements
- Handle management and employee ownership, succession and hiring/firing issues

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#### EDUCATION

- University of Wisconsin Law School, J.D., cum laude, 1981
- Ohio Wesleyan University, B.A., magna cum laude, 1978 (Phi Beta Kappa; Senior Class President)

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#### PUBLICATIONS

##### BOOKS

- "A Lawyer's Guide to Forming, Financing, Operating and Growing a Business", American Bar Association Publications.

